

Message Text

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ACTION EUR-12

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FM AMEMBASSY ROME

TO USDOC WASHDC

SECSTATE WASHDC 7050

INFO AMEMBASSY DOHA

UNCLAS ROME 14637

USDOC FOR MEPD

E.O. 11652: N/A

TAGS: BENC IT

SUBJ: ITALIAN CONSTRUCTION FIRM SEEKS U.S.PARKER FOR A LARGE
CONSTRUCTION PROJECT IN QATAR

1. THE ITALIAN CONTRACTOR AND CONSTRUCTION COMPANY INTERNATIONAL
UNITED ENTERPRISES (IUE), VIA GHIGLIANOVICH, 18-ROME, HAS
REQUESTED THE EMBASSY'S ASSISTANCE TO ESTABLISH CONTACTS WITH
U.S.CONSTRUCTION FIRMS INTERESTED IN EXPANDING ABROAD.

2. IUE SEEKS U.S.PARTNERS FOR PARTICIPATING IN A TENDER ISSUED BY
THE MINISTRY OF PUBLIC WORKS OF THE STATE OF QATAR FOR THE CONSTRUCTION

OF 2,000 HOUSES AND RELATED INFRASTRUCTURES AT DOHA. REPORTEDLY
THE INITIAL TENDER CLOSING DATE WAS EXTENDED FROM APRIL TO
NOVEMBER 1977. IUE, JOINTLY WITH A FIRM ESTABLISHED IN QATAR
BY CITIZENS OF THAT COUNTRY, IS ALREADY IN POSSESSION OF THE
TENDER PREQUALIFICATION CERTIFICATE ISSUED BY THE MINISTRY
OF PUBLIC WORKS OF THE STATE OF QATAR.

3. IUE IS A CONSORTIUM OF FOUR MEDIUM-SIZE RELIABLE
ITALIAN PRIVATE CONSTRUCTION FIRMS WHICH HAVE LONG BEEN
ENGAGED IN IMPORTANT CONSTRUCTION PROJECTS THROUGHOUT ITALY
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PAGE 02 ROME 14637 091620Z

AND IN THE MIDDLE EAST. THE GROUP HAS EXPERIENCE IN THE CONSTRUCTION
OF BRIDGES, AQUEDUCTS, HIGHWAYS, HYDRAULIC PLANTS, RESIDENTIAL
AND OFFICE BUILDINGS. THE GROUP'S FINANCIAL RESOURCES,
EXPERIENCE AND TECHNICAL FACILITIES ARE CONSIDERABLE BUT NOT
ADEQUATE FOR THE MAGNITUDE OF WATER PROJECT, MR.MARCO SAVINA-
DIRECTOR OF PUBLIC RELATIONS OF IUE STATED.

4. U.S. TECHNOLOGY AND FINANCIAL SUPPORT IS ESSENTIAL TO IUE BUT WOULD BE BENEFICIAL SUPPORT IS ESSENTIAL TO BOTH PARTIES AS IUE APPEARS TO HAVE GOOD CONTACTS AND SUCCESS IN SEVERAL AFRICAN AND MIDDLE EAST COUNTRIES. THE GROUP IN FACT AIMS TO FIND AN IMPORTANT U.S. PARTNER FOR ALL ITS FUTURE ACTIVITIES ABROAD.

U.S. FIRMS INTERESTED ARE INVITED TO CONTACT MR. MARCO SAVINA, IUE, DIRECTOR PUBLIC RELATIONS, VIA GHIGLIANOVICH, 18 ROME- TELEPHONE 06/5010659. TELEX 63536 CHIMENSE.GARDNER

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Message Attributes

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